



The Southern California Regional District Export Council  
&  
The U.S. Department of Commerce presents:



## DOING BUSINESS WITH IRAQ

**Friday, February 17, 2006**

Time: 1:00 p.m. – 5:00 p.m.

Location: Los Angeles Area Chamber of Commerce- Board Room  
350 S. Bixel Street, Los Angeles, CA

Moderator(s): D.E.C. & I-ACCI Representatives

*Join us for a seminar on Doing Business with Iraq. At this seminar, you will learn about the opportunities and challenges that U.S. businesses may experience when doing business in the Middle East, as well as present questions to panels of Iraqi and U.S. businesses. Below you will find a tentative schedule of the seminar:*

### **Iraqi Panel (1:15pm – 2:45pm)**

1. What Iraqis need NOW.
2. What Iraqis want from American firms.
3. Common problems doing business in current environment.
4. Peculiar problems doing business with American firms.
5. How/where to identify real opportunities to sell goods and services to Iraq.
6. What American firms can do to improve their business with Iraq.
7. Realistic payment terms available to vendors and service providers.
8. Pros and cons of capital investment joint ventures in Iraq.
9. Best prospects for sale of goods and services to Iraq.

### **U.S. Panel (3:00pm – 4:30pm)**

1. Common problems doing business with Iraq (public and private sectors).  
e.g., identifying real opportunities; timing; delays; payment terms
2. Realistic assessment of transportation/logistics issues
3. Realistic assessment of payment terms available to Iraqi firms.
4. Government assistance to U.S. exporters to Iraq
5. Realistic assessment of access to U.S.-Iraq reconstruction funds/projects.
6. How/where to identify real opportunities to sell goods and services to Iraq.

### **Q's & A's (4:30pm – 5:00pm)**

*Please print or type:*

# of reservations: \_\_\_\_\_

Name(s) \_\_\_\_\_ Company \_\_\_\_\_

Member of: \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Signature \_\_\_\_\_

**MAIL or FAX to: U.S. Dept of Commerce, 444 S. Flower St., 34<sup>th</sup> Fl., Los Angeles, CA 90071**

**FAX 213.894.5432 (no cover sheet needed) Questions? Email [melissa.rocha@mail.doc.gov](mailto:melissa.rocha@mail.doc.gov) or call 213.894.8784**